

# **EXHIBIT 1**

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## Annemarie Rogers

Loan Officer at Flagstar Bank  
Greater Detroit Area | Banking

Current	<b>Loan Officer at Flagstar Bank</b>
Past	Banking at JP Morgan Chase Loan Officer at Charter One Bank Vice President Emerging Markets Manager at National City Mortgage <a href="#">see all</a>
Education	University of Michigan
Connections	<b>180</b> connections
Websites	<a href="#">Personal Website</a>
Public Profile	<a href="http://www.linkedin.com/pub/annemarie-rogers/7/858/741">http://www.linkedin.com/pub/annemarie-rogers/7/858/741</a>



## Summary

Ambitious, self motivated sales professional with a special talent for engaging customers and establishing a genuine rapport. More than nine years of professional sales management experience focusing on business development. Exceptional presentation skills. Internally motivated and able to succeed independently. Expertise includes: outstanding sales, public speaking, training, writing, analytical and problem solving skills.

### Specialties

Expert at product launches and developing new territories from the ground up. Extensive experience of public speaking for audiences as large as 500 persons.

## Experience

### Loan Officer

#### Flagstar Bank

Public Company; 1001-5000 employees; FBC; Banking industry  
January 2012– Present (5 months)

### Banking

#### JP Morgan Chase

Public Company; 10,001+ employees; JPM; Financial Services industry  
2011– 2012 (1 year)

### Loan Officer

#### Charter One Bank

Privately Held; 10,001+ employees; Banking industry  
April 2010– April 2011 (1 year 1 month)

Developed business individually by persistent and relentless sales calling on potential referral sources, such as realtors, developers, financial planners, attorneys and nonprofit housing organizations. Captured significant market share in new territory in less than one year's time. Gained rapport with referral sources by demonstrating ability to easily select appropriate products for customers and by meeting deadlines and expectations.

Created and managed a pipeline of business.

Presented product training information to referral sources to provide industry updates for constantly changing guidelines.

### Vice President Emerging Markets Manager

#### National City Mortgage

Public Company; 1001-5000 employees; pnc; Banking industry  
August 2000– September 2009 (9 years 2 months)

Cultivated and cemented large referral base business for more than 100 originating loan officers. Developed marketing materials and sales strategies to further increase sales volume and overall production. Facilitated new product launches. Increased product volume from \$122 million to \$220 million per annum over a three year period in a declining real estate market. Developed and conducted training presentations and sales presentations for external referral sources and homebuyers in person, via conference calls and web-based training modules. Audiences ranged from five persons to more than 500. Maintained up-to-date and detailed, complex product knowledge in rapidly changing marketplace.

### Freelance reporter

#### Ann Arbor News

Privately Held; 201-500 employees; Newspapers industry  
1997– 2000 (3 years)

Covered three regular news beats and features stories for daily newspaper.

### reporter

#### Hometown Newspapers

1996– 1997 (1 year)

## Skills & Expertise

[Public Speaking](#) [Problem Solving](#) [Writing](#)**Education****University of Michigan**

B.A, English

**Additional Information**

Websites:

- [Personal Website](#)

Groups and  
Associations:Alpha Chi Omega Networking Group  
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[Join](#)Title Insurance and Settlement Service Network[Join](#)University of Michigan Alumni  
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- |   |   |
|---|---|
| <ul style="list-style-type: none"><li>• career opportunities</li><li>• job inquiries</li><li>• business deals</li><li>• getting back in touch</li></ul> | <ul style="list-style-type: none"><li>• consulting offers</li><li>• expertise requests</li><li>• reference requests</li></ul> |
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